GLOBAL BUSINESS
# OPPORTUNITIES

GLOBAL BUSINESS OPPORTUNITIES
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## H.E. Mr. Hussain Muhammad, Consul General of Pakistan in Dubai, UAE.

## Strengthening Trade Ties: Pakistan and the UAE

Europe's Business Schools Empowering Africa's Entrepreneurs

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Gulf Countries' Emergence as Real Estate Investment Destinations

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# Strengthening Trade Ties: Pakistan and the UAE

H. E. Mr. Hussain Mohammed,
Consul General of Pakistan in Dubai

While Pakistan and the UAE enjoy a thriving trade relationship, there's room for further growth and diversification. In an interview with His Excellency
Mr. Hussain Muhammed CG for Pakistan in Dubai by
Fatima Khalid, Mr. Hussain described the current state of trade between the two nations, identified key sectors with potential, and outlined the support available for businesses of Pakistan seeking to enter the UAE market.

## Current Trade Landscape

L to R: Dr. S M Tahir, Chairman of Iqra Group & H. E. Mr. Hussain Mohammed, Consul General of Pakistan in Dubai and Ms. Fatima Khalid

The annual trade volume between Pakistan and the UAE reached approximately $7.3 billion during the 2022-23 fiscal year. However, Pakistan faces a negative trade balance, with exports at $1.4 billion and imports at $5.57 billion. Notably, oil imports from the UAE account for a significant portion of the import value. This highlights the need for Pakistan to diversify its export portfolio beyond oil.

## Promising Sectors for Growth

Looking forward, the services sector presents exciting opportunities for increased trade. Specifically, the UAE's transformation into a digital economy opens doors for Pakistan's IT sector to tap into this growing market. Additionally, sectors like pharmaceuticals, cosmetics, agriculture/food, and confectionary, regularly showcased at trade fairs, hold significant potential for further trade expansion.

H. E. Mr. Hussain Mohammed, Consul General of Pakistan in Dubai and Ms. Fatima Khalid

# Government Support for Businesses of Pakistan

The Government of Pakistan recognizes the importance of strengthening economic ties with the UAE and actively supports its businesses venturing into this market. They achieve this by:

Ms. Fatima Khalid

- ***Facilitating participation in various trade fairs:***

Companies of Pakistan gain valuable exposure and networking opportunities through government support in attending trade fairs across diverse sectors.

- ***Organizing investment conferences:***

The government holds investment conferences in the UAE to attractinvestments into Pakistan, fostering broader economic collaboration.

Despite the current trade imbalance, significant potential exists for

Image Courtesy by Beyond Image digitally strengthening economic ties between Pakistan and the UAE. By focusing on promising sectors like IT and tourism, while diversifying exports beyond oil, businesses of Pakistan can leverage government support and capitalize on the opportunities present in the UAE market. This collaborative approach can lead to a mutually beneficial and prosperous trade relationship for both countries.

R to L: Dr. S M Tahir, Chairman of Iqra Group and H. E. Mr. Hussain Mohammed, Consul General of Pakistan in Dubai

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# Title: Europe’s Business Schools Empowering Africa’s Entrepreneurs

In recognition of Africa’s expanding entrepreneurial skill and its potential for economic success, European business schools are increasingly focusing on what the continent offers. European institutions are stepping up to assist African entrepreneurs with individualized entrepreneurship programs and support to meet the needs of a youthful and ambitious populace eager for opportunities and skills.

## The Entrepreneurship Landscape in Africa

Africa has a young population, increasingly urbanizing economies, and abundant natural resources that contribute to the continent’s dynamic entrepreneurial ecosystem. On the other hand, many African entrepreneurs face significant challenges, such as restricted access to education, capital, and mentorship. To solve these difficulties and cultivate the next generation of African business leaders, European business schools are in a position to fulfil their potential.

Credit By: Arab news

## Partnerships for Impact

Through the formation of strategic alliances with African institutions and the introduction of specialized programs, European business schools are increasing their footprint in the African continent. As an illustration, the Higher Education Commission of Paris (HEC Paris) has partnered with the Institut National Polytechnique Félix Houphouët-Boigny in Ivory Coast to provide a Master of Science in Entrepreneurship and Innovation program. This program offers African entrepreneurs opportunities to gain practical experience and learn through hands-on learning.

## Cultivating African Talent

Amon Hugues-Michel Amon, a student in the entrepreneurship program at HEC Paris, is a shining example of the dedication of African entrepreneurs to bring about constructive change

Credit By: Arab News

Credit By: ZAWYA

in the communities in which they operate. Amon's idea to handle the energy transition challenge in West Africa highlights the need to enable indigenous talent to make a difference in addressing urgent societal issues.

## Addressing the Opportunity Divide

Business schools in Europe acknowledge the enormous potential of African markets and the need to establish long-term firms capable of producing value and providing employment opportunities. These schools aim to give African business owners the information and abilities necessary to thrive in a worldwide economy by offering them opportunities to participate in degree programs, short courses, workshops, and mentorship programs.

Credit By: ZAWYA

## Overcoming Challenges

Key issues that European business schools must face include adapting their curricula to meet the specific requirements of African markets and ensuring that their programs are affordable and accessible. On the other hand, these institutions are making tremendous progress in bridging the opportunity gap and boosting entrepreneurship across the continent by exploiting new ways and forming strategic relationships with local stakeholders.

## Creating a Sustainable Ecosystem

The European business schools are giving instruction and working to cultivate an environment conducive to the growth of entrepreneurial endeavours in Africa. As a result of their collaboration with local business schools, incubators, accelerators, and established entrepreneurs, these institutions are promoting the interchange of ideas, the development of connections, and access to possible investors, which in turn is fueling economic growth and innovation.

## Empowering Africa's Future Leaders

Because Africa is becoming an increasingly important player in the global economy, European business schools' function in enabling African entrepreneurs is becoming increasingly important. These institutions are building the framework for a bright and sustainable future for the continent and its people through investments in education, cultivating indigenous talent, and promoting partnerships.

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# The Urgent Need to Prioritize People Over Robots

It is essential to consider the ramifications for the workforce because automation and artificial intelligence are becoming increasingly prevalent worldwide. An economist named Ann E. Harrison, who is also the Dean of the Berkeley Haas School of Business, contends that firms and policymakers must place a higher priority on the well-being of people than they do on the continual advancement of technology.

## The Impact of Automation on National Income

Elon Musk and British Prime Minister Rishi Sunak chatted on artificial intelligence, which brought the conversation about the future of employment to a new level of sophistication. Several significant problems regarding the distribution of national revenue between labour and capital are brought up by Musk's

Credit By: Unsplish

pessimistic forecast of a future in which there will be no need for unemployment. In contrast to the assumptions made in the past, Harrison's research reveals that the proportion of national revenue contributed by labour is not constant, and recent patterns indicate that it is decreasing in many nations.

## The Great Slide: Decline in Labor's Share

This deterioration, which Harrison referred to as "the great slide," presents itself in a particularly striking manner in the United States.While corporations' revenues skyrocketed, the proportion of those profits for wages and perks remained the same. Because of this growing discrepancy, it is more important than ever to address the widening gap between those who possess capital and those who are employed.

## Drivers of Declining Labor Share

In addition to globalization, the market power of major firms, and most importantly, technological breakthroughs that make it possible to replace human labour with machines, this tendency is also influenced by several other variables. The analysis conducted by Harrison, which is based on a massive amount of data, illustrates the significant influence that automation has had on the proportion of GDP that is contributed by labour.

Credit By: BNN Breaking

## Addressing the Challenges


Credit By: Sten Kramin

Economists have proposed several different techniques to reduce the negative consequences of automation. Although some support the idea of a universal basic income, some stress the significance of policies that encourage investments in human capital. Harrison emphasizes the importance of governments reevaluating tax and subsidy incentives to focus on creating jobs and developing skills rather than on automation, which requires significant money.

## Investing in People: A Path Forward


Credit By: Sten Kramin

Protecting humans from the disruptive effects of automation requires several vital initiatives, including promoting access to inexpensive education and improving social safety nets. By implementing policies centring on people, governments can cultivate economic resilience and reduce the desire to implement protectionist measures in reaction to global competition.

Credit By: Air University

## A Call to Action

Harrison concludes by making a call for leadership that is forward-thinking and places an emphasis on the well-being of persons rather than profits in the near term. She strongly emphasizes business schools' role in forming future leaders who comprehend the significance of considering a wide range of stakeholders in every decision, going beyond the exclusive concerns of shareholders.

To summarize, putting people ahead of robots is the right thing to do right now. To ensure that technological breakthroughs benefit society rather than worsen inequality and marginalize the workforce, policymakers, corporations, and educational institutions need to work together.

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# Unlocking Opportunities: Gulf Countries' Emergence as Real Estate Investment Destinations


Credit By: Gulf News

Emerging economies are receiving the attention of investors looking for profitable prospects for portfolio diversification and consistent returns. The global real estate investment environment is constantly developing, and emerging markets are attracting investors' interest. Regarding these rising markets, Gulf countries, specifically Oman, Qatar, and the United Arab Emirates (UAE) have emerged as major destinations for real estate investment.

This expanding popularity of these Gulf nations has been highlighted by the Housearch Investment Index, which is a thorough rating system. As a result, these Gulf nations are now among the top global destinations for property investment. Investors interested in capitalizing on the promising opportunities these dynamic markets give can benefit from the insights provided in this article, which investigates the elements that have contributed to the Gulf countries' ascension in the real estate investment arena.

Credit By: Arab News

# Factors Driving Gulf Countries' Ascendancy:

## *1. Stable Returns:*

Credit By: Commercial time

It is possible to obtain attractive gross rental yields in Gulf countries, ranging from roughly 6 percent in Qatar to 10 percent in certain neighbourhood areas of Dubai. Investors looking for predictable income streams amid economic uncertainty will likely find these stable returns appealing.

## *2. Favorable Business Environment:*


Credit By: linked

Gulf states are known for their business-friendly environments, solid regulatory frameworks, ease of business, and supportive government policies encouraging investment and entrepreneurship. The attraction of Gulf countries as investment destinations is mainly attributable to business environments conducive to success.

## *3. Strategic Location:*

Credit By: linked

The Gulf countries, located at the intersection of crucial trade routes, benefit from their advantageous geographical location, which improves connectivity and makes it easier for them to engage in commercial and commercial activities. The nations of the

Credit By: Dubai Online

Gulf region are positioned to become significant hubs for regional and worldwide corporate operations due to this strategic advantage.

### *4. Infrastructure Development:*


Credit By: Gulf News

The attractiveness of Gulf countries as investment destinations is mainly attributable to the significant expenditures made in infrastructure development projects. These projects include transportation, utility, and innovative city efforts. These improvements to the region's infrastructure improve the quality of life, encourage foreign investment, and contribute to the region's economic expansion.

## Diversification Strategies for Investors:

### *1. Portfolio Allocation:*


Credit By: Gulf News

It is possible for investors to deliberately dedicate a portion of their investment portfolio to real estate assets in Gulf countries, so capitalizing on the stability of these assets and the potential for their excellent returns. Investors can reduce their exposure to risk and increase their prospects for growth by diversifying their portfolios across various asset sectors, such as residential, commercial, hospitality, and industrial properties.

Credit By: The Flag shop

## 2. Sector Diversification:

Credit By: Time

Exploring various real estate sectors within Gulf countries allows investors to profit from particular market trends and demand factors. Different investment options include residential properties, commercial office spaces, hospitality projects, and industrial developments. These changes appeal to the preferences and goals of various investors.

## 3. Partnership Opportunities:

Credit By: Inc. Magazine

When investors work with local developers, real estate businesses, and investment partners, they can obtain access to insider knowledge, expertise in the local market, and investment opportunities tailored to their particular goals. By forming strategic partnerships, investors can reap the benefits of synergy and unlock value in Gulf real estate markets.

## 4. Long-Term Vision:


Credit By: Time

When entering Gulf markets, it is necessary to adopt a long-term investment strategy and look at things strategically. Considering the region's growth potential and the importance of patient capital in achieving sustainable returns, investors should prioritize investments centring on the creation of long-term value and the preservation of wealth.

Credit By: Exit Momentum

As Gulf countries continue to prominence as significant players in global real estate investment, investors are given a one-of-a-kind opportunity to take part in these countries' growth stories. Investors can position themselves to capitalize on the potential chances presented by emerging markets in the Gulf area by utilizing the insights provided by the Housearch Investment Index and taking a strategic approach to portfolio diversification. This will allow investors to position themselves to take advantage of lucrative opportunities. Investors can diversify their portfolios and unlock value in dynamic and growing markets by investing in Gulf countries, which offer compelling destinations for real estate investment due to their stable returns, favourable business environments, strategic locations, and significant infrastructure developments.

Credit By: Exit Momentum

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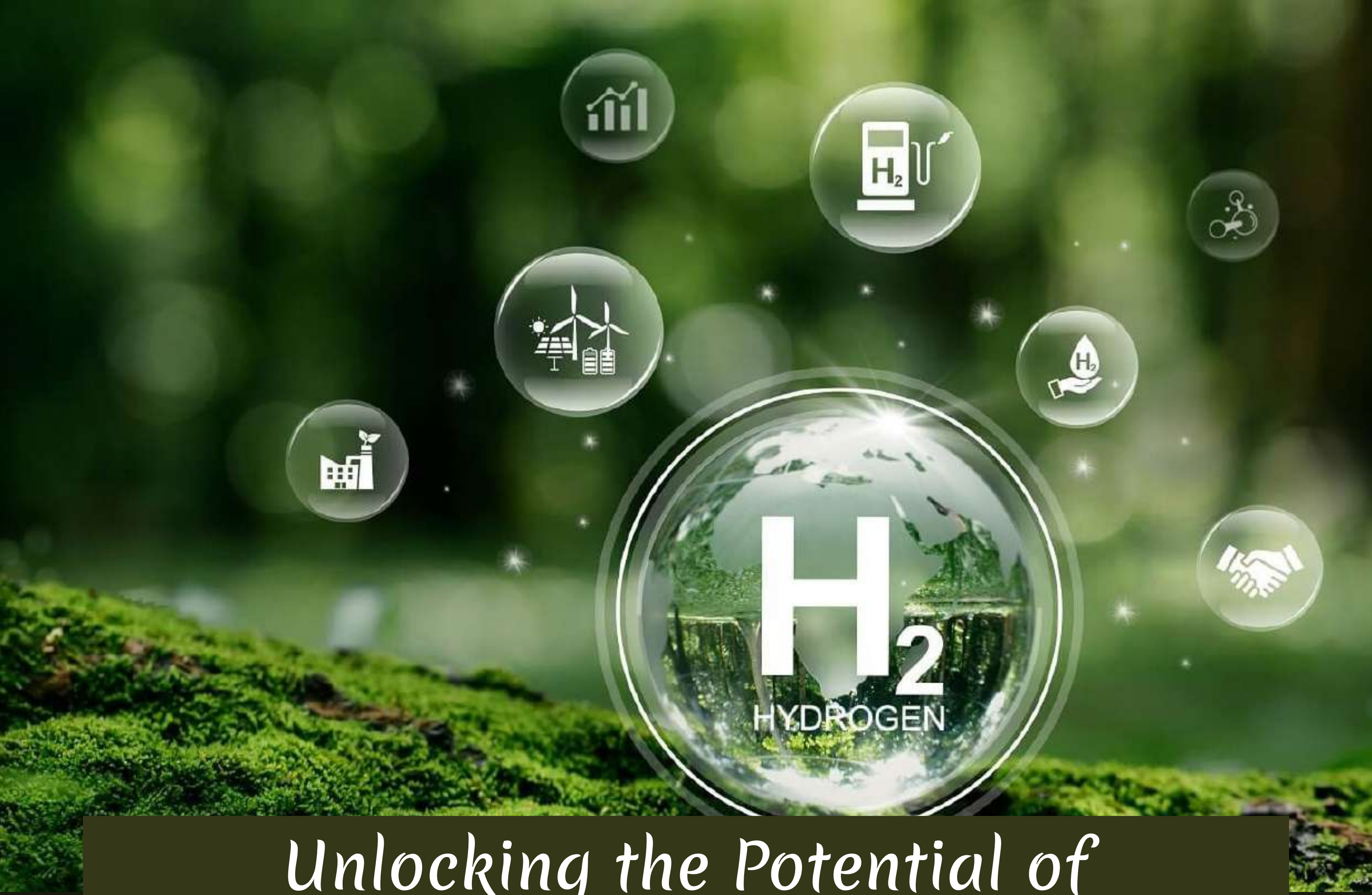


# Unlocking the Potential of Hydrogen: What's Needed for Hydrogen to Take Off?

Hydrogen has emerged as a viable alternative that can significantly contribute to the decarbonization of numerous economic sectors as the globe struggles with the pressing need to switch to cleaner and more sustainable energy sources. However, several crucial issues must be resolved and expedited before hydrogen can fully take off and fulfill its promise as a sustainable energy source. This piece examines the vital elements required for hydrogen to emerge as a critical player in the world energy shift.

## The Rise of Hydrogen: A Global Effort


Global cooperation has been a driving force behind the development of hydrogen as a renewable energy source. A noteworthy turning point in this process was the founding of the Hydrogen Council in 2017, an initiative spearheaded by the chief executive to promote hydrogen as an essential decarbonization technology. The Hydrogen Council, headed by prominent figures in the industry such as Yoshinori Kanehana, chairman of Kawasaki Heavy Industries, has been instrumental in promoting cooperation between governments, businesses, and investors and increasing public awareness of hydrogen's potential.

The Hydrogen Council was founded and now has about 140 of the world's most powerful multinational corporations with a combined market value of $8.2 trillion. Its growth has been exponential. This increase is evidence of the growing dedication to utilizing hydrogen's potential and understanding its importance in the global energy transition.

## Addressing the Investment Gap

Even though hydrogen has gained much traction as a sustainable energy alternative, a sizable investment gap still needs to be closed; Kanehana claims that for the world to reach its 2030 hydrogen ambitions, an investment deficit of $430 billion exists. A coordinated effort is required to encourage investment and establish a supportive environment for hydrogen-related efforts to close this gap and hasten the development of hydrogen projects.


Securing long-term offtake agreements and government support is crucial in closing the investment gap. Buyers need assurances of a consistent supply to justify capital investments in hydrogen infrastructure, while producers need guaranteed purchasers. This assurance is provided, and private sector investment in hydrogen projects is encouraged by government incentives and schemes, such as tax credits and subsidies.

## Government Support and Policy Initiatives

Policies and government backing are significant in propelling the hydrogen economy's expansion. Governments are implementing various initiatives to encourage the advancement and uptake of hydrogen technologies. One notable incentive for hydrogen generation is the $3 tax credit per kilogram of hydrogen produced from renewable sources included in the historic US Inflation Reduction Act of 2022.

Japan has committed to investing over ¥15 trillion in hydrogen-related efforts over the next 15 years, while the EU's REPowerEU plan aims to enhance hydrogen generation and imports within the region. In addition to offering financial support, these government-backed projects establish a legislative environment promoting investment and creativity in the hydrogen industry.

## Industry Cooperation and Innovation


The development of the hydrogen economy requires industry cooperation and innovation in addition to government backing. Leading hydrogen innovation companies like Kawasaki Heavy Industries have created technology for producing, storing, and using hydrogen. The potential for industry-led innovation to expedite the adoption of hydrogen technologies is demonstrated by Kawasaki's pioneering efforts in designing engines and systems driven by hydrogen and building global hydrogen supply chains.

## Outlining the Course of Action

Hydrogen has become vital in the global energy shift as people search for greener and more sustainable energy sources. However, to fully utilize hydrogen, governments, businesses, and investors must work together to close the investment gap, promote innovation, and establish supportive conditions for projects about hydrogen. Hydrogen has the power to completely change the global energy landscape and move us toward a more sustainable future with sustained cooperation and dedication.

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# Powering the Shift: How Energy Traders Can Accelerate Global Decarbonisation

Accelerating decarbonization efforts across multiple sectors is critical to the transition to a more sustainable future, and the energy industry is a vital player in this revolutionary process. Energy traders, in particular, have an excellent opportunity to use their knowledge, cutting-edge financial tools, and tactical alliances to propel substantial global decarbonization efforts. This piece examines how energy trading is ideally positioned to accelerate the energy transition and its critical role in creating a more sustainable future.

## Global Decarbonisation Agenda


There has never been a greater urgent need to combat climate change and lower greenhouse gas emissions. A significant advancement was made when 116 nations pledged to triple the installed renewable energy generation capacity worldwide by 2030 as part of the Global Renewables and Energy Efficiency Pledge, announced during the COP28 climate change summit. Although lofty objectives have been established, bringing these hopes to reality requires substantial financial support and creative thinking.

## The Role of Energy Finance in Driving Decarbonisation


Financing is essential to drive the shift to a more sustainable energy future. The extensive implementation of renewable energy projects, such as solar, wind, and hydropower, necessitates a significant financial outlay for infrastructure upgrades, installation, and storage options. Energy traders are leading the way in easing this shift by providing a variety of energy products, such as bioethanol and sustainable fuels, to meet the changing needs of their clients.

## Using Financial Tools to Reduce Carbon Emissions


Energy traders are highly skilled and knowledgeable about using financial tools to speed decarbonization. Prepayments are one of the most effective strategic banking strategies in the oil and gas industry; they provide vital project funding. Energy traders can turn initial investments into exponential capacity by strategically using prepayments, where banks share a significant risk percentage. This will accelerate investment and development in the decarbonization transition.

## Expanding the Application of Prepayments for Clean Energy Projects


Although prepayments have historically been connected to the oil and gas industry, there is an increasing opportunity to use this funding for renewable energy projects. Prepayments can be used for various purposes, such as financing carbon sequestration projects and prepaying Electricity Purchase Agreements for renewable electricity generation. Energy traders are in an excellent position to encourage prepayment mechanisms and quicken investment in decarbonization projects as the market for renewable energy solutions expands.

## Collaboration and Innovation: Key Drivers of Decarbonisation


Decarbonization initiatives must be driven by cooperation and innovation, with energy dealers being a vital component. Significant energy firms' involvement in events like COP28 indicates a move towards a more cooperative strategy for combating climate change. Energy traders are uniquely positioned to supervise and carry out the energy megaprojects required to meet decarbonization targets because of their experience in risk management and product distribution.

## Accelerating Decarbonisation Through Energy Trading

Energy traders may expedite global efforts toward decarbonization by utilizing their financial instruments, alliances, and experience. Energy traders can significantly advance the transition to a more sustainable future by extending the use of cutting-edge finance mechanisms like prepayments and encouraging cooperation throughout the energy sector. Energy trading becomes a vital catalyst for moving to a cleaner, greener society as we traverse the complex issues of climate change and energy transition.


Credit By: ZAWYA

# Exploring Investment Opportunities: German Delegation Visits Qatar to Foster Tech Collaboration

Recently, as part of the Web Summit, a high-level delegation from Germany travelled to Qatar to investigate potential investment opportunities in the areas of artificial intelligence (AI), health technology (HealthTech), financial technology (FinTech), and cybersecurity. The journey was organised by the German Association for Small and Medium-Sized Enterprises (BVMW GCC Office in Doha). Dr. Sophie Chung, a member of the advisory board for the German Federal Minister for Economic Affairs and Climate Action, served as the leader of the delegation, which included high-ranking Chairmen and CEOs of essential firms and institutes, including the Hasso Plattner Institute.

## Initiating Collaboration

Through the organisation of a high-level delegation

Credit By: LOve pick


Credit By: Linked

visit to Qatar, with a particular emphasis on technological industries, the German Association for Small and Medium-sized Enterprises (SMEs) – BVMW GCC Office in Doha takes a crucial step towards boosting commercial cooperation between Germany and Qatar.

## Key Players

The group comprises chief executive officers and chairmen from prominent German firms and institutes. Dr. Sophie Chung, a member of the Advisory Board for the German Federal Minister for Economic Affairs and Climate Action and a member of the Board of Directors of the German Federal Association of Startups, is the mission's leader. Representatives from the Hasso Plattner Institute and other organisations specialising in artificial intelligence (AI), health technology, financial technology, and cybersecurity are notable attendees at this event.

## Investment Interest

The delegation has expressed a strong interest in the Qatari market. It is working towards establishing collaborations with Qatari counterparts in essential

Credit By: Enterpunere

The delegation has expressed a strong interest in the Qatari market. It is working towards establishing collaborations with Qatari counterparts in essential industries such as artificial intelligence, health technology, financial technology, and cybersecurity. There are enormous prospects for Collaboration and mutual benefit that may be found in these industries, highlighted as areas of strategic importance for Germany and Qatar.

Credit By: ZAWYA

## Strategic Discussions

Throughout the tour, the team meets with Sheikh Ali Alwaleed al-Thani, the Chief Executive Officer of Investment Promotion Agency Qatar (Invest Qatar). The purpose of these sessions is to discuss how the two nations might improve their economic and investment relations. The conversations are centred on locating possible areas of Collaboration, investigating prospective investment opportunities, and forming strategic alliances.

Credit By: ZAWYA

## An Optimistic Perspective


Credit By: ZAWYA

During the talks, the group has consistently expressed their enthusiasm for the investment prospects now available in Qatar, as well as their willingness to establish strategic relationships with Qatari businesses and organisations. Dr. Chung emphasises that the visit aims to develop lines of communication and cooperation between German enterprises and Qatari governmental and commercial institutions to create a suitable climate for investment and Collaboration.

## Channeling Communication


Credit By: ZAWYA

In addition to holding meetings with Invest Qatar, the delegation also engages in conversations with various governmental and private entities in Qatar to investigate the possibility of working together and exchanging information in the field of advanced technology. These interactions are being conducted to facilitate discourse, share expertise, and identify areas of mutual interest for Collaboration.

## Exploring Cooperation

Credit By: Istock

The delegation engages in conversations with essential stakeholders in Qatar's technological ecosystem, which include government agencies, research institutes, and enterprises from the private sector. Opportunities for participating in cooperative research and development projects, initiatives for the transfer of technology, and programmes for capacity-building are some of the topics that will be discussed.

## Recognition and Appreciation


Credit By: BusinessMirror

In his remarks, Lothar Freischlader, the German Ambassador to Qatar, acknowledged Qatar's strong relationship with innovation and technology. He also highlighted Qatar's dedication to establishing an atmosphere that supports technical growth. Furthermore, he would like to thank the German Association for Small and Medium-Sized Enterprises (BVMW) GCC Office for enabling Collaboration between German enterprises and Qatari stakeholders.

## Supporting SMEs

Sheikh Ali Alwaleed al-Thani has expressed his support for establishing new channels via which German small and medium-sized enterprises (SMEs) can investigate Qatar's flourishing startup ecosystem and connect with chances to expand their businesses there and in the region. The necessity of developing Collaboration between small and medium-sized enterprises (SMEs) from both countries is emphasised to drive innovation and economic development.

## Future Collaborative Endeavors

Several future events and initiatives targeted at boosting Collaboration between German and Qatari enterprises in the technology sector have been announced by Christian Schwippert, who serves as the Managing Director of the German Association for Small and Medium-Sized Enterprises – BVMW GCC Office. By expressing gratitude for the participation and assistance of the Ministry of Commerce and Industry and Invest Qatar in facilitating these collaborative endeavours, he emphasises the relevance of increasing investment in small and medium-sized enterprises (SMEs) and expresses his appreciation for the partnership.